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The Industrious Hen

**An Illustrated Monthly Magazine
Devoted to Practical Poultry Culture**

Volume 2

June, 1905

Number 1



**The Industrious Hen Company,
Madisonville, Tennessee.**

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Young stock and one-half of breeding stock now for sale.

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On account of the wonderful fertility of my eggs this season, I have already hatched as many chicks as I expect to, and therefore for balance of season will sell eggs from my noted Barred Rock Winners at HALF PRICE.

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This is the chance of your life if you want the BEST.

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Eggs from prize winning Single and Rose Comb Brown and White and Single Comb Buff Leghorns for the low price of \$2 per 15 eggs. Let us have your orders. We will treat you right.

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WHITE WYANDOTTES**

just write me and tell what you want. I can furnish you in stock or eggs. Will sell eggs from my finest prize matings at \$2 per setting or \$10 per 100.

JOSEPH A. ISLEY, Prop'r

OAK CREST POULTRY FARM

BURLINGTON, N. C.

The Industrious Hen

Volume 2.

JUNE, 1905.

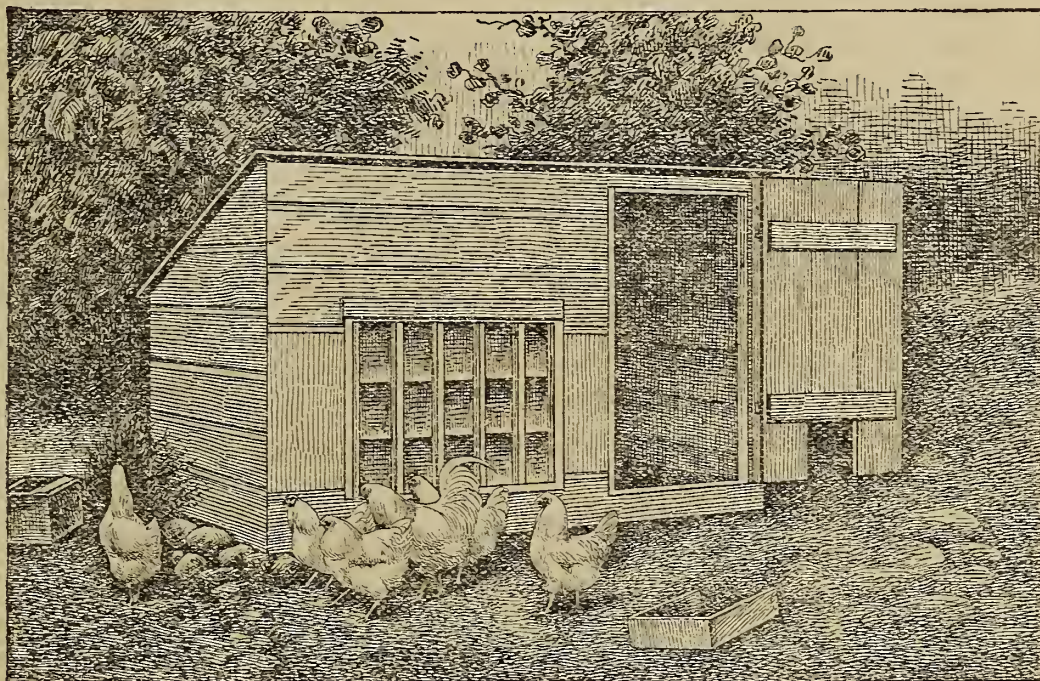
Number 1.

STANDARD OR DOUBLE MATING: WHICH?

D. M. OWEN, Athens, Tennessee.

Whenever the wording of the American Standard of Perfection on any variety is such that it requires double mating to produce birds that will comply with same, it is wrong. It is contrary to nature, and was never made for the purpose of increasing the utility of the variety, but to put dollars into the pockets of certain favored ones. The idea of two matings for any variety of pure

males and females with standard color mated together will not produce both males and females with standard color. Well then the Standard wording as to color needs changing. What we want is for the Standard to contain words describing the color of both male and female that are produced by such mating. The Judges are somewhat to blame, as many of them give color



A Cheap, Practical House.

bred fowls; it is perfect folly, and it is surprising that the sensible and solid breeders of the country do not repudiate it. I have tried it until I see that it is destined to work great injury to the business if continued. Double mating as now practiced by many is simply mating up anything to get color. I was recently in the yards of a prominent breeder, and in the yards of his cockerel matings were females that if they were shown under me I would throw them out of competition as they had no color typical of the breed. In his female matings were cockerels that would not score 85, and yet he sells eggs at \$5 per setting, and he said it required birds of this color to produce standard males and females. In other words

too much importance and pay too little attention to shape. A Brown Leghorn cockerel with a good stripe in neck and back will win regardless of other defects under many of our Judges, and so far as they are concerned, the Standard had just as well read in describing a Brown Leghorn male: "Neck and back, brilliant red with a distinct black striping. Other sections not material as to shape and color." Double mating is just about the same as keeping two varieties of fowls and is just as much trouble and expense. We got along without it before, and in our shows were specimens of Brown Leghorns and Barred Rocks scoring just as much as they do now. Who is responsible for it? What caused the demand?

JUN 16 1908

The sooner the breeders of the country abandon it and get back to common sense the better. What farmer or person who wishes to raise fowls for utility purposes wants to breed any variety that requires double mating. Uncle Isaac Felch well says that "it is folly to call any variety thoroughbred that requires double mating to produce both Standard colored males and females." Now when you see any breeder of Brown Leghorns or Plymouth Rocks advertising that his breeding pens contain all high-scoring birds, there must be something wrong. If he claims to have a pen mated for males, as according to rule for double mating, the females for said pen would be too dark to score well, and in female pen the cockerel would be too light to score well. The idea of mating a good Standard colored Brown Leghorn cockerel to a lot of females that are so dark that you would never know they were Leghorns, and with breast the color of a Partridge Cochin; no indication whatever of the salmon color in their breast. The fact is, in order to produce a prize winner they mate anything whether it is pure bred or not. A B. B. Game female mated to a Standard colored Brown Leghorn male will produce, sometimes, a prize winner. But who would want this stock to breed from? While I have to some extent tried to practice the double mating, I have never allowed in my breeding yards a bird that would not make a fair show specimen, and one that was pure-bred and line-bred. Such fads as this double mating is what keeps the poultry business, so far as profits are concerned, all in the hands of a few of the larger breeders, and the man who buys eggs and stock from such will most every time be very much disappointed in results he obtains. Buy a \$5 setting of eggs from one of the double maters and see what a lot of culls you get. You may occasionally get a high scorer but the large majority will be culls. It was not so much so when single mating was the rule. A setting of eggs then from a good pen would turn out a large per cent. of high-scoring, well-colored chicks. Let the Judges get to giving the importance to shape that it deserves, and give each section its full value and not award prizes for the fine color in one or two sections only. Nine times out of ten when you find a Brown Leghorn cockerel with the nice stripe in back and neck with the brilliant red lacing, you will find him with bad colored wing bow, foxy color in breast and body. Shape should have its value in awarding prizes. No birds unless typical in shape should win a first prize. If the Judges will follow the Standard closely and allow each section its full value as they should, you will see a different type of birds winning. The typical shaped, fairly colored bird will win over

the ill-shaped, narrow, mottled breasted bird that has the fine colored neck and back. Good, straight, even, serated combs; smoothe, pure white ear lobes and full, round, glossy black breast, are some very important points for a Brown Leghorn male to have. Yet, I have seen birds with all these, and otherwise fairly good, defeated by a bird with a bad, uneven, serated comb, small, rough ear lobes and a narrow, thin, mottled, with red spots, breast, just because the latter had a little richer colored back and neck. Such work is calculated to disgust any one with the business. I have seen fine shaped, square built, fair colored, and yellow shanked Plymouth Rocks defeated by long, lank, Brahma shaped, smoky colored shanked birds on account of latter being just a little better barred. Read the Standard more closely, follow it more closely, and the typical shaped birds will usually win.

CONTROLLING EGG PRODUCTION.

We have recently read and heard poultry experts say that hens had absolute control over the production of eggs and could regulate it at will. At first thought we are inclined to the belief that hens cannot control the production of eggs at all; that it is a necessity of nature, and that at a proper season she must lay her clutch whether she wants to or not. We all know that when a hen is barred out of her usual place of laying she will wait for hours for the door to be opened so she can go in and lay. This is of only temporary certainty, however, for we will take a flock of hens that are laying four or five eggs each per week, move them to a strange place and they may lay the next day, but after that it may be a week or more before any more of them will lay again.

The egg that has been fully formed will be ejected, but the development of others will be checked until the hen has become accustomed to her surroundings, and this effect is more marked in the wilder breeds than in the Asiatics. A fright by chasing them to catch one, or by a dog, or sometimes even of an intrusion of a stranger in the yard, will check egg production for a day or two.

It is well known that a cow when mad or excited will hold back her milk. In order to get the best results from hens it will be well to have them kept as quiet as possible. The hen should be comfortable and satisfied with her surroundings. It is the busy hen that is the happy hen, and the happy hen is the one that is laying.—Ex.

The importance of the poultry proposition increases daily.

PRACTICAL POULTRY CULTURE

J. HOWARD SLEDD

The writer has always maintained that there could and should be such a blending of the useful and the beautiful in the poultry business that a conflict of opinion seems out of place. He knows the difference between the ornamental and the useful, but because a thing is ornamental its usefulness is not of necessity destroyed. The difficulty lies as he conceives it in the fact (undisputed) that very many do breed for the ornamental alone and they will sacrifice any quality in order to attain the end aimed at—ornament, beauty. That there are very many breeders whose aim is to blend the two the columns of THE HEN'S advertisers plainly show.

To the "fancier,"—the man with a hobby for some particular characteristic, either of shape or color, or even egg production—the fraternity owes very much. It is through him that the beginner is enabled to start with the color or shape bird he desires and if he so elects he can get fowls of a laying strain or a combination of meat and eggs. To these men we doff our hat and accord all they claim—that they are the fathers of the great variety of breeds we simpler ones have to choose from.

That the present is a utilitarian age no one disputes and even these men are now looking to the egg producing qualities of their stock, knowing that to make satisfactory sales it is not enough to say "the eggs shipped you are from prize winners." They realize that to be able to say that they are from a strain of egg producers and that they are bred to lay is what the buyer is on the lookout for.

The poultry press is trying to help these men—"fanciers," if you please,—by letting them know what the great mass of the people wish: a handsome fowl that will not only show well to the eye but that will put the balance on the right side of the ledger; a bird that is bred for both beauty and for business. It has been done and is being done every day by the practical men and women in the business and will continue to be done despite the fact that there are a few who have not awakened to the importance of catering to the trade that buys and pays for the best.

We do not think any breeder of pure bred fowls has anything to fear from the advocacy of the utility side of the business, unless he fail to read the hand-writing on the wall and let his birds be bred for feathers and fuss and not for eggs and meat.

The poultry press in its advertising shows that

very many who for years have been engaged in the fancy poultry business are abandoning it for the market side of the industry. Individually I am persuaded that there should be a combination of the two since the market poultryman must rear a larger number of chicks than one engaged purely in the fancy and thus he has a far better chance for selection.

The market poultryman who studies his own interests will not use a mongrel set of fowls. He knows that they will not give the returns that pure bred stock will and he must look for that breed, or those breeds, that will give him the eggs and meat demanded by the trade. That very many have not as yet learned the value of these fowls that have been bred for a purpose is a matter of regret; that some still insist on the cross is a source of disappointment. In time all of this will have been overcome and the market poultryman will have learned that by keeping and rearing only pure breeds that there will be added a very large percentage of profit to his income by the sale of pure breeding stock and eggs for hatching.

Every practical man will take advantage of all the points presented in the business and being in quest of the cash that is in the business he will certainly cater to this trade. To do it he must not only have pure breeds but fowls that have a recognized worth as egg producers or putters on of meat. He can do it and will do it. In many of the show rooms of the South we saw prize winners, according to the Standard, that had been bred not only for beauty but for meat and for eggs and their owners were as proud, or prouder of these commercial qualities as they were of the fine shape and feathers the birds possessed. No man doubts that such a combination of usefulness and beauty can be, has been, secured. It is in the province of every breeder to blend the two and as a practical man he should bend his energies to that end. If the Standard as to shape and color conflicts with this, then change the Standard or make a new one.

"As a rule the American farmer does not make the most of his opportunities in connection with poultry," says H. H. Mack, in Detroit Tribune. "It is true that the high prices which have ruled of late, both for eggs and chicken meat, have caused many farmers to ask themselves whether or no it would not pay them to give a little more attention to poultry raising on their farms."

UTILITY AND FANCY BREEDING AGAIN

H. E. BRANCH, Chalk Level, Missouri

If the 4 pound and 5 pound hens are winners on the market as table fowls and are also winners at the egg basket, then they are the ideal dual purpose fowls and that explains why more of that class are bred than of all others combined. The Rock hen must weigh $7\frac{1}{2}$ pounds and is not wanted on the market at that weight nor can such a machine turn out eggs economically—it costs too much in food and repairs. The value of effort is always measured by the market returns for its product. The standard that does not conform to market requirements will have to “go way back and sit down.” The practical poultryman is breeding fowls for market products and his future operations will be governed by his returns instead of by the “Standard of Perfection.” The hen that wins on the market should win in the show room.

The purpose of pure breeding is to fix one well defined type, not types. Our show room requirements are destructive of type. The “Standard of Perfection” compels its votaries to violate the laws of pure breeding. In pure breeding we have two types and these types blend into one breed type, male and female. The law that changes male type will change the female in the same ratio. In pure bred B. P. Rocks the males are much lighter in color than the females. All intelligent breeders concede this, yet the “Standard of Perfection” violates this law and demands the same plumage color in each and this compels “double mating” or two types of males and two of females, “cockerel mating and pullet mating.” Cockerel mating gives dark mossy females with black in beaks, shanks spotted, gypsy and flesh colored, and plumage studded with black feathers, while less than 5 per cent. of the males will be dark enough for show purposes. The typical or pullet mating gives blue barred, light colored males and nicely barred females, having yellow beaks and shanks. A prize winning breeding pen(!) is not fit for breeding purposes—got prize under false pretences. Mr. McCamy will tell you the cockerel is too dark to breed pullets and the pullets too light to breed cockerels. Yet practical men and women are expected to buy these breeding misfits at “fancy” prices and then they are sure to breed disappointment.

Now, a word as to weights. The “Standard” sets up a rigid weight clause and then in “instructions to judges” offers a premium for its destruction: “the heavier bird shall win the prize.” That ruling compels Standard breeders to select

abnormal specimens for their breeding yards and intelligence knows that abnormal specimens are below the standard in activity, health, stamina, and vigor. Put that in your pipe, Mr. McCamy, and smoke it. I’ll bet you dollars to doughnuts, and dare you to the test, that your entire flock of Rock females will not average even $6\frac{1}{2}$ pounds, yet you have been selecting your largest specimens for years in violation of breed type, in order to get a few abnormal specimens for the show room that outrage market requirements. Have THE HEN publish the score card of your wonderful Chattanooga pullet and show the practical breeder what you are breeding for and the wonderful qualities you ask him to exchange his good money for. That score card shows what you breed for, is the record of your breeding operations and you can’t go behind it. It is your bill of particulars and forcefully demonstrates the purpose of the A. P. A. It is a rule of law that you nor the A. P. A. can introduce testimony foreign to your pleading. If eggs and utility qualities are omitted from your bill of particulars you cannot plead them in extenuation. Will you have THE HEN print that score card? If you breed to the “Standard,” are you likely to develop traits for which you do not breed? The practical poultryman does not measure his success by A. P. A. show room standards, but by hard cash in market returns.

The “Standard of Perfection” says the Rock hen must be medium in all her parts—that is, neither large nor small—and “the heavier bird shall be awarded the prize,”—a premium for excessive weight. A noted breeder advertised a prize winning Rock hen weighing 11 pounds. The judge knocked the $7\frac{1}{2}$ pound weight clause gillywest by obeying “Instructions to Judges.” Logic!

I have bred Rocks myself and find that under our abnormal method of breeding to “Standard” that only about one in fifteen comes to “Standard” weight, even at two years of age. I have bred Rocks scoring from 91 to $95\frac{1}{2}$, under one of the oldest breeders in the United States and a judge at two world’s fair shows. I bred those birds for show room requirements, bending every energy to Standard points, utterly ignoring utility quality. The A. P. A. told me what to breed for and I did it. It said “we look simply for perfection of form and purity of color”—head points, tails and shanks. What we wanted was an artistic superstructure without losing any

time on a good base and structural quality. We were simply on inferior dress parade—not worth a darn in our every day attire. Yes, we won, but our birds were bred to “Standard” and not for utility traits and were not qualified to improve my flock except in “Standard” requirements, the purpose for which they were bred. Now, I think experience qualifies me to speak on both sides. I’ve been there.

Now, Mr. McCamy, if you have any test records to show that the breeding of your fowls measure up to great market requirements in economic egg and meat production, trot them out. Practical breeders are looking for that kind of fowls to improve their blood lines and are willing to pay good prices for that kind of stock, but your evidence shows you are breeding to a “Standard” that ignores utility qualities. You have an organization that meets your requirements and the practical poultryman will be compelled to form one to meet his. Why should he pay \$10.00 to join the A. P. A., and blow in \$1.50 or \$2.00 for a “Standard” when he is refused recognition in both show room and “Standard”?

I travel among practical breeders and know that they endorse my views. I have received letters from New Jersey and Massachusetts west to Washington, and south to Alabama, commending the sentiment of my articles. I am writing in the interest of better poultry and more of it as measured by market statistics. Let the “fancier” stick to his “Standard” and appeal to his kind for patronage and we’ll keep mum. He does not claim to breed “market fowls” or show fowls for market purposes. Breeders of horses, cattle, sheep and swine breed for market exclusively and their standard is shaped to develop market traits. Their show rings are designed to emphasize utility quality and winners must measure up to great market requirements. “Head points” and the color of a steer never won a prize in a beef ring or at the butcher’s block. Fawn and black points of the Jersey wield no influence over the butter tub. Quality of service is the feature weighed and passed upon by the judges, and quality of service must be the slogan of practical poultry culture. We are breeding poultry for revenue. It is a cold blooded business proposition. Nothing fanciful about it. The A. P. A. has thirty years experience and less than five hundred members; yet it assumes to represent the poultry industry of the United States, with a standard that makes no appeal to practical poultrymen. It is of no service to them, hence fails to get their support.

We need a poultry association to foster our interests and a breeding standard and exhibition

requirements big with meaning to the poultry industry. Shall we have it? Write your views to THE INDUSTRIOUS HEN and let us see what you think about it. We want to breed good stock and our exhibition records and methods of breeding should convince the general breeder that we can deliver the goods. I am for what ought to be, a poultry association that is alive, practical, energetic, and constructed on strictly business lines, a hustling poultry press that will make the American hen the champion sprinter of the world in her race for wealth, and the union and harmony of poultry interests. Kismet! are you with me?

THE UTILITY BIRD.

A writer in the Northwest Poultry Journal says: “The signs of the times are indicative, and the call of utility combined with the fancy is upon us.” So it is, and experimental stations are taking up the matter of trying to determine which breeds are the best for utility, but with varied results. The latest the writer happened to run across says, “S. C. W. Leghorns, 267 per year, Barred Plymouth Rocks 251, and S. C. White Orpingtons 246 a year.” While a recent squib from the pen of I. K. Felch, which the writer somewhere happened to see, gave the White Plymouth Rocks as having the best record of any breed that has so far been tested, but the number of eggs with which they were accredited, I do not happen to remember.—Ex.

MONEY IN MARKET POULTRY.

The other day the writer heard a poultryman, who had been a fancier for full twenty-five years, say, “If I had stuck to the common market all these years, I believe that I would have come out ahead of what I am now.” That a man of so many years’ experience in poultry culture should make a remark like that, is most encouraging, for we all know that there is money in fancy poultry, but everyone does not understand how much there is to be made from the sale of market poultry and eggs.—Ex.

FATTENING FOWLS QUICKLY.

Shut the fowls up in a darkened place, with just enough light for them to see to eat, and feed on cornmeal, ground oats, cracked wheat and shorts, which may be mixed in equal proportions and scalded. Feed as often during the day as they will eat up the food clean. In other words, stuff them. Take a light and feed again just before you go to bed, and as early in the morning as possible.

The Industrious Hen

Devoted to Poultry.

Entered as second-class matter July 25, 1904, at the post office at Madisonville, Tenn., under the Act of Congress of March 3, 1879.

THE INDUSTRIOUS HEN COMPANY,

REESE V. HICKS, - - - - - Pres. & Gen. Manager.
 IRA E. HICKS, - - - - - Vice-President.
 J. HOWARD SLEDD, - - - - - Sec'y. and Editor.

PUBLISHED ON THE 15TH. OF EACH MONTH AT MADISONVILLE, TENNESSEE.

SUBSCRIPTION PRICE 50c YEAR IN ADVANCE.
 See our Special Club Rates elsewhere in this issue.

IF THIS PARAGRAPH IS MARKED WITH A BLUE PENCIL, IT MEANS YOUR SUBSCRIPTION HAS EXPIRED. PLEASE RENEW.

ADVERTISING RATES:

DISPLAY RATES will be made known on application.

BREEDERS' PLAIN CARDS will be run at the rate of one cent per word each insertion. Numbers and initials count as words. No card taken for less than 25c.

June, 1905.

Says a certain poultry journal: "When the editor writes volume 10, number 1, he will wonder why he was so fresh as to write the editorial that he will find in volume 1, number 11." And then goes on to call the said editor a "fool." Our readers have all read the story of the fox and the grapes, and they know, too, that some old rooster will make twice as much fuss as the hen that laid the egg. We appreciate the kindness of the editor, who has grown gray in the business, in his effort to help along a brother by giving him free advice. And then, too, he appreciates the value of advertising, and thinks that by eliminating our name he will create a fever of curiosity to know what paper he alludes to, and that when the inquiries reach his desk he will with great pleasure tell them that the paper he had reference to is THE INDUSTRIOUS HEN, who owns her own home and lives at Madisonville, Tennessee, thus adding to the stars he has already won for his crown by his abundant charity for the weak and feeble of his race. We sometimes wonder if he will be able to bear the weight of that crown of rejoicing that will be his when he has demonstrated to his own satisfaction that the Southern Poultry Journal is the one and only paper devoted to the interests of southern poultrymen that has any brains to run it, or what is more to the "pint," has any kale seed with which to pay its bills. We reverence old age and bow with respect to its wisdom, but sometimes think that it is possible that Dr. Osler

is right. It may be that the venerable editor of the paper referred to is either recovering from the administering of a good big dose of chloroform or else he has reached his second childhood, in which event we are disposed to overlook his pettishness brought about by our not asking his advice before we dared enter his chosen field. We are sorry to have so provoked him, but we were turned out to hustle for our living and had no patent feeds to fill our crop and did not think there had been any fence run around this old earth of ours, so we ventured to forage where the feeding ground was most inviting. Now that we have been able to put a little flesh on our bones and have an egg or so in our nest we have seen fit to cackle but we confess that we did not expect the old game cock of Texas to chime in with such a hearty and vigorous bass. Thanks, when next we come off the nest we will give you notice before hand so you can save all your wind to help us let the folks know that we have laid another egg.

The practical side of poultry culture is the one that is at this time receiving the most attention from the busy men and women of the country. They are using pure bred stock and devoting much of their time to the development of great egg producing strains of fowls and they are getting the science of feeding to produce results. The breeder of fine strains of pure bred chickens has nothing to fear but everything to gain by this growing interest on the part of the market poultrymen since it is to him they look for the betterment of their stock. The southern breeder has had a fine egg trade and the indications are that he will have a fine fall sale of good stock at good prices. Our folks are in the business to win.

THE INDUSTRIOUS HEN cannot undertake to publish all the nice things that have been said of her by the poultry press and her many subscribers. She has published a few of these complimentary notices from various parts of our common country and she trusts that she may continue to merit such words of praise. She asks pardon thus filling so much of her space. She returns her hearty thanks to those who have thus encouraged her and hopes that they will continue to help her grow and fatten by giving her some of their experiences as to their successes or failures in the business.

This issue of THE HEN is full of good things. Don't skip any of them.

THE WAY THE WIND IS BLOWING.

The following clippings from the Feather show the way the wind is blowing. We take no exceptions to what the editor of that journal has to say in regard to the free write-ups that constitute the bulk of the matter found in some of our papers. It is, however, a matter of pure advertising and the party who asks for it and receives it looks upon it as such. They desire the publicity such writing gives them for the sake of the business it brings and for that alone, and as the press must live on the patronage it receives from its advertisers they should be willing to pay for the space. Many look upon such advertising as more effective than the regular display ad. and would prefer using it to the other. The meeting of the Poultry Press Publishers we hope will regulate this as well as many other matters that need to be adjusted for the benefit of the entire press.

In the paragraphs alluding to the practical and the fancy he is very much in accord with the editor of this journal and a close reading of his pages shows him to be even nearer in sympathy with the utterances of this journal than do the two paragraphs quoted. The differences between men as to which of the many breeds of chickens are best for all purposes, or for eggs, or for meat will not be settled by any arbitrary rule, but as with all other stock, every one will use that which he deems best adapted to his purpose. With some it may be one variety and with others another, and in this fact the breeder of pure strains of every variety, has his hope of future sales:

"The publisher of THE INDUSTRIOUS HEN states that a glance at our exchanges leads him to conclude that the poultry press is doing too much free write-up business, and that in the future he must positively decline to publish such notices. Our attention has been called to this on several

occasions, and while we do not believe that it would be fair to entirely obliterate all kinds of write-ups from the columns of the papers, we do think it is objectionable to use our reading columns to praise advertisers, large or small, to the detriment of others. Departments for reading notices may be kept up, but write-ups should not go too much into the regular columns.

"The controversy between advocates of utility and fancy breeding is being carried forward very vigorously by some of our southern contemporaries. One states that the Leghorn would be better as a general purpose fowl than the exhibition

Plymouth Rock; also, that the large meat packing houses prefer the light weight poultry to the heavier weights. This same discussion can be applied to all branches of the live stock business, yet it is quite as necessary to have the fancier producing pure-bred stock as to have others producing eggs and market stock. All kinds of stock are improved through the cultivation of pure-bred specimens, which are distributed among the utility flocks greatly to their benefit.

"Some people prefer to keep Leghorns and sell their eggs at market price. Others prefer to keep Leghorns and sell their eggs per thirteen at high prices for hatching. Some keep the American breeds and varieties

and sell the eggs at from three to five dollars per thirteen, and the fowls at from five to one hundred dollars each for fancy stock, while others prefer to keep the same for utility purposes. Both seem to thrive and prosper. Neither could succeed well without the other, and we see no reason for contention when both are so necessary to the success of all.

In reading THE HEN don't skim her pages. Try to imbibe the truths she presents you and profit by her teachings.

"BARGAIN SALE."

From July 15, to August 15, there will be a "Bargain Sale" conducted for the benefit of every farmer in this land who has any interest whatever in poultry, good or bad. It is the ideal of the editor of this journal, and mine, too, to get Southern farmers especially interested in better poultry, so that conditions will materially go forward with the poultry production of this section. Hence we are going to make this "Bargain Sale" offer in our July issue. Watch out for it. It will be the "best ever," and you want to take advantage of it yourself, chicken crank though you are, and by all means put your farmer friends next.

This offer is so important a matter not only to our present readers but to thousands whom we hope will within the time given above become readers, that we are going to just say this say and then let you put it away in your mind and have a sharp lookout for the coming offer.

REESE V. HICKS, Publisher.

MORE UTILITY AND FANCY

JULIAN McCAMY, Dalton, Georgia

If I had known that my friend Branch was going to hang me up and devour me piecemeal, on the "to-be-continued-in-our-next" plan, I don't believe I would have hitched up with him. (Now I hope, Mr. Editor, that you won't accuse me again of getting personal, "slinging mud," etc. for that sentence. A little mild sarcasm or gentle raillery isn't mud slinging. Your readers like to see a neatly cracked head if they are the sort of Americans they ought to be, and if Mr. Branch can treat mine to that dose I don't object in the least if the crowd is pleased. So if we gouge a little fiercely you must give us room. Neither of us is as mad, bless you, as we appear; and we won't disfigure each other or the poultry business either for all time.)

Mr. Branch begins his May instalment with the statement that he is breeding Berkshire hogs. I have never gotten higher than chickens and I don't understand any other stock breeding much. But a friend of mine tells me that there is a Berkshire standard just as there is a chicken standard. He says that every part of a Berkshire is described from the tip of his snout to his tail, in this standard; that his nose ought to be of a certain shape, his color so and so, and even his ears ought to be different from a Poland China. Does Mr. Branch breed his Berkshires this way? Does he ever look at their sharp stand up ears? Does he ever say to himself: "that fellow is a good Berkshire shape—no Poland China to him"? I venture he does. And he ought to be ashamed of it, too, if he's the sort of practical man he claims to be, for the shape of a hog's ear has nothing to do with his bacon and lard qualities.

And when Mr. Branch takes a likely young shoat to his county fair I wonder if the judge ever inquires if this pig came of a prolific line. I dare say not. Yet if he is a good Berkshire, and I know Branch breeds that kind, he wins and goes home with a blue ribbon tied in his cute little curly tail, his owner walking proudly in the rear. And the judge never asked about how many pigs his dam littered, nor how long-lived his sire was. These are things that no standard, either cattle, hog, or chicken, can undertake to regulate. They must be left to the individual breeder.

Again, Mr. Branch says: "Breeders of horses, cattle, sheep and swine practice pure breeding and when successful they are called expert or skilled breeders. They breed to a single, well-

defined type, as demanded by the laws of pure breeding." Exactly. And yet he says that when a poultryman does that he is a fraud. And when he sells eggs from a pen of birds mated to produce as nearly as possible progeny conforming to that single, well-defined type he is breeding "bait for suckers." (O, Mr. Editor, what a chance you let slip to use that sharp stick you have prepared for all mud slingers when you allowed Mr. Branch to make that charge.)

Don't understand me as defending everything there is in the Standard of Perfection. I know it is the fashion to abuse the old A. P. A. and to discredit its work. But it is the best we have. There are doubtless many ill advised requirements in it; some breeders object to the double mating, among them Mr. Branch. Now to my mind double mating adds a zest that wouldn't be there otherwise. But whether it is right or wrong it is no concern of the market poultryman. For market purposes a Plymouth Rock bred by single mating, double mating, or quadruple mating is the same thing. Any sort of mating will do him. To use Mr. Branch's phrase, on this issue the market poultryman isn't pertinent; he isn't in it; his office is vacant; it's beyond his jurisdiction. It doesn't hurt the breed one bit to mate them double, rather it adds to their popularity.

But the point is, we must have that "single well defined type," and when we have it we must breed to it, although we may not approve of all its requirements. It's what the chicken man, the hog man, the cattle man, Mr. Branch and myself all breed to. This type will include some requirements going to make market value, such as size and shape, and some things of fancy value, such as head points, color, etc. These things are in all stock standards. Why I am told that the size of a Jersey's tail counts in judging her, and that a cow of a solid color is a more typical Jersey than one of mixed color markings. I am told that a Berkshire pig has sharp, stand up ears, while a Poland China has large lopped ears. And if Mr. Branch notes these requirements in his breeding operations (as he must if he is a "pure breeder"), then he's as much a fancier as I am. I read the other day of a man who went to town and while there a friend slipped a piece of Limberger cheese in his coat tail pocket. When he got home his little son ran to meet him; looked at him inquiringly, and then turned and went back into the house.

His little daughter came to take his bundles, looked at him and went back into the house. When he got in his wife came to kiss him, stopped and started off. The little boy who first came out pulled her dress and in a ghostly whisper said: "Stop, Ma, Dad's dead and don't know it."

Mr. Branch may not know it, but he's a fancier as certainly as he is a "pure breeder." The truth is, if he would use terms in their ordinary acceptation instead of their technical, dictionary meaning we wouldn't have come to blows like we have. He says I never saw a thorough bred chicken. Bless you, Man, I don't know whether I ever did or not. I have seen what people generally call thorough breds. He uses the word "fancier" as meaning something as distinguished from the realities of life. Why a fancier is simply a man who is breeding any sort of stock to that single, well defined type you talk of. He is in no way different from a breeder such as Mr. Branch is. The truth is, there is no practical difference between the "utility" and the "fancy" as he would have us believe. They are Siamese twins. You can't hurt one without hurting the other; advocate "utility" poultry as much as you want. I am with you heartily. But don't attack the fanciers. They are the men that made the practical breeders possible. You are like a fretful child slapping its mother's face.

Now this is my last. If any of you other gentlemen want to take my place in this "jint spute" you are welcome to it.

POULTRY ON THE FARM.

J. HOWARD SLEDD.

No one can compete successfully with the down to date farmer in the production of pure bred poultry at the minimum of cost. This is a truism, and where the farmer has grasped it he is realizing handsome returns for the amount invested, in some instances giving it his entire time and turning his farm work over to tenants. Why so few give poultry on the farm the care it merits is a difficult problem to elucidate. That the returns come in in such small amounts and no account of them is kept—that they are given in exchange at the nearest store for groceries; that they are plentiful only when eggs and fowls are cheap—these and many other reasons have been advanced as a proper solution. They are in a measure all correct, but to our mind there remains two very important solutions not as yet advanced by any of our writers.

The "scientific advertising" of some breeders

coupled with the "wonderful results" to be obtained by the use of certain breeds, these results being so figured out as to establish their falsity in the minds of all thinking men—and the practical farmer is a thinker. The cure for this state of affairs is in the hands of the press. I do not say poultry press, because but few farmers add a poultry journal to the supply of reading matter, depending upon the poultry items in their agricultural journal. These items are good, but do not take the place, nor can they, of a good poultry paper, at least one of which should reach every farmer's family. Let the poultry press give the farmer practical truths and demonstrate to him the feasibility of all they proclaim.

The most serious drawback, however, is the farmer himself. His inherited belief is that one old hen is just as good as another and that the trees were made for roosts and brush heaps and fence corners for nests. Visit him in his home and he will take you to a well-appointed barn and point with pride to his Herefords or his Clydesdales, and then to a modern sty and fairly gloat over the rolls of fat around the jowls of his Berkshires or Poland Chinas. Houses and stock the best that money can buy. Ask him about his flock of fowls, what breed he keeps, and where they are housed, and with eyes standing open like cellar doors in country towns and in the most contemptuous manner he informs you that he hasn't time to putter around with chickens; that there are some somewhere around that his wife looks after. Try to interest him in poultry and he will almost certainly put you down as mentally unbalanced. Census reports and facts from the press do not impress him, for he is "sot in his ways."

It is a cause for congratulation that our Agricultural Departments in some of our states are recognizing the value of the industry and are employing good talent to present to the farmer the truths of the business. It would be an added help if the farmer could be persuaded to bring his wife and daughter with him so that they might have an opportunity to learn what they can of the business since the farmer himself too often listens either out of respect for the speaker or else because he thinks he is hearing a fairy tale. The seed is however being sown and will not fall on "stony ground." In those states where the Agricultural Colleges have a poultry department the work being done by that department is taking rank with that of every other and the good being done cannot be estimated in dollars and cents.

Let our farmers learn by the facts and cease to ignore them, then all will be serene and happy "down on the farm."

Too many poultrymen rely too much on the other fellow. They perish for want of knowledge. In poultry culture as in morals, "one man's meat is another man's poison." The experience and methods of others may be learned through publication or private interview. The success of another may be shared through purchase of stock or eggs, but that is all. The quality that made experience and method of real worth and brought success is not transmissible. This personal equation is the persistent and determining factor. Every breeder must be original to be truly successful. Build up your own strain, perfect and follow your own ideal, trade on your own capital. Self regard, regard for the good opinion of others and future fortunes alike wait on this.

Some years ago this writer dared indite an article along the line of the above under the caption, "Sail Under Your Own Flag" and was heartily berated for so doing. It is high time that men appreciated the worth of their own production and were willing to stand on their own merits and not those of another. To get out a circular describing your fowls and parade it to the world that you have gotten Mr. S. S. to mate up for you a pen of birds from his best birds and that you will sell eggs from that pen at so much per 100 is simply adding to Mr. S. S.'s advertising. This is especially true of our folk. Quit it. Advertise for yourself and not the other fellow.

Farm Poultry in answering the question as to what constitutes a utility fowl, gives the following definition:

A utility White Wyandotte should have good typical Wyandotte shape. It may have a poor comb; it may have a little feathers on its legs; its color may not be all a fancier could desire; but it must have shape that indicates good table form, and it must be healthy and vigorous. Further, the hens must lay eggs of good size, shape and color, for failure here is failure at an essential point. We might, to be sure, have a good table fowl that laid a poor egg, but in such a general purpose fowl as the Wyandotte we want the combination of excellence along both lines, and if we fail in either we fail in getting a good utility type.

NEVIN POULTRY YARDS

WARDIN BROS., Proprs.

R F D 7. Box 46 CHARLOTTE, N. C.

Breeders of S. C. Brown and White Leghorns, Houdans, W. Wyandottes, Barred Rocks, Sherwoods, S. C. Black Minorcas, Cornish Indian Games and Pekin Ducks. Eggs for hatching, 15 to setting, \$1.50. Duck eggs, per setting of 13, \$1.25.

Being breeders for the past nine years we are here to stay and have always taken our share of prizes wherever stock has been shown.

We manufacture Incubators, Brooders, Exhibition Coops, and Wardin's Flight Arresters. Jersey Red Pigs our specialty. Write for information. Glad to answer questions.

PRIZE WINNING

B. P. ROCKS

I won at Charlotte on 1st ck., 1st hen, 1st pullet, 3d ckl; also won silver loving cup, and special for best head on male birds, and 15 special prizes. Eggs \$2 and \$3 for 15. Write for my matings for 1905.

C. C. RANDLEMAN.

RAMSEUR, N. C.

..... Buff Wyandottes

BUFF to the skin and layers of superior merit.

Abounding in standard requirements. Exceptional in size, and line bred from a long line of BOSTON and NEW YORK prize and cup winners.

Stock and Eggs in any quantity.

QUAKER POULTRY CO.,

Welch Road near Blue Grass Road, - - Philadelphia County, Pa.

A limited number of May-hatched Cockerels \$2.00 and \$3.00 each.

G. L. WALKER.

K. B. WALKER

Barred Rocks, R C. White Leghorns and White Wyandottes

AS BRED BY

WALKER BROTHERS,

Madisonville, Tenn., R. F. D. 1

Eggs from prize-winner birds, \$1.50 per 15.

SATISFACTION GUARANTEED.

FOREST VIEW POULTRY YARD

Only the best strain is bred. S. C. Brown and White Leghorns, Barred Plymouth Rocks, C. I. Games and White Face Spanish, Light Brahmas, Bronze Turkeys and Poland Geese. Eggs for sale.

J. E. THOMAS

R. F. D. 6, CHARLOTTE, N. C.



— IF IT IS —
BUFF LEGHORNS

Here you are. Famous "Arnold" strain; breeding pen headed as follows: "ALBERTO," the famous cock; 9 blue ribbons to his credit. Hens and pullets all prize winners. Eggs and stock for sale. Correspondence solicited. Information cheerfully given.

MABLE P. POULTRY YARDS, - - - Burlington, N. C.

EGGS

Now is a fine time to buy bargains in B. P. Rock Rock Eggs. Prices rest of season, \$2 per setting of 15, \$3 per 30, all from BRADLEY BROS. finest lines in their property. No yards in the South can furnish eggs from birds as good, or with as fine breeding.

Some fine birds for sale at low prices, bred from winners whose ancestors are noted as winners all over the world.

J. E. PUTNEY

GILLIAMSVILLE, - - - VIRGINIA.



We offer a prize of \$50 in gold for best pair (cockerel & pullet)
THE GAINES WHITE PLYMOUTH ROCKS
BRED TO WIN—AND DO IT.

Have never failed to win blue ribbons wherever shown.
WINNINGS THIS SEASON.

The State Fair, Columbia, S. C.—1st ck., 2d hen, 2d ckl, 1st and 2d pen. Charleston, S. C.—Pullets, 1st score 97 1-4, 2d, 95 1-2, 3d, 95 1-4, tie 4th, 94 3-4, and 3d pen; all my male birds in bad feather. Atlanta, Ga.—1st and 3d pullets, 3d hen, 3d pen. Ivory Soap special, \$25 silver cup for best white bird, any age, sex, breed or variety in the Atlanta show. American White Plymouth Rock Club special ribbon for best pullet in show. Free circulars on request. Can spare a few more settings of eggs. Stock for sale till fall.

E. H. GAINES, Prop'r.

State Secy. for South Carolina, A. W. P. R. Club.

GAINES POULTRY YARDS
GAFNEY, S. C.

*Practical Poultry
Farm Stock for Sale*

After October 1, 1905 from my bred for eggs, size and Standard points S. C. W. Leghorns, Barred Plymouth Rocks

AT HONEST PRICES

J. A. DINWIDDIE, NEW MARKET, TENN.

SANDY RUN POULTRY YARDS

W. D. HARRILL & CO., Propr's

ELLENBORO,

N. C.

Breeders of Light Brahmas, Black Langshans, Black Minorcas, Buff and Barred Plymouth Rocks, R. I. Reds, Partridge and Buff Wyandottes, Brown and White Leghorns, Belgian Hares.

We have won this season at Atlanta, Charleston, Raleigh and Charlotte, on our birds 43 1st prizes, 32 2d, 27 3d, besides scores of specials. Prices of eggs \$2.50 per 15. We have a few good cockerels for sale, including the 1st and 4th prize winning Partridge Wyandotte ckl. at Raleigh, also 1st, 2d and 3d at Charlotte, price \$5 to \$10 each.

We regret to have to tell our readers that The New Departure Poultry Plant, at Salisbury, N. C., was destroyed by a cyclone a few weeks ago, thus making it impossible for Mr. Fries to fill his orders. He will, however, have new buildings and equipments and be ready to take care of all his customers in a short time. Look out for his announcement which will be found in our columns at the proper time.

Charlotte, N. C., May 25, 1905.
My Dear Doctor,

Madisonville, Tenn.

The May HEN was a "blue ribbon winner," and fit to show in any company, Madison Square not excepted. The best shown in the South yet. Let her keep at that pace and she will soon be in the lead, not only in advertising patronage, but circulation as well. We congratulate you.

Wishing yourself and HEN continued success, we are,

Yours truly,

Nevin Poultry Yards,

Per "Uncle Joe."

Milledgeville, Ga., May 8, 1905.

Mr. S. Stansbury,
Richmond, Va.

We should have acknowledged the safe arrival of the pen of S. C. White Leghorns sometime since, but being the owners of more than 2,000 grown fowls, and 30 acres of truck farm finds us a very busy man night and day.

We are delighted with the birds you shipped us. They are beauties and are happy in their new home. They began laying the next day and have continued to do so every day since.

Thanking you for your very prompt shipment and the beautiful selection, we are,

Yours very respt.,

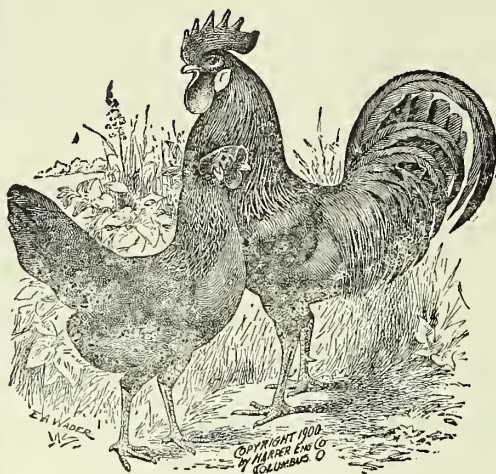
A. R. PHILLIPS, Mgr.

Middle Georgia Poultry and Truck Farm.

I think one of the first causes of quick disgust is often owing to reading too glowing pen-pictures of fortunes to be made in poultry keeping. A man reads something amounting to about this: It costs one dollar a year to feed one hen, which hen lays about twenty dozen eggs a year, which sell at thirty to forty cents a dozen. Figures don't lie, so it is a simple matter to work out: Cost, \$1.00; returns, \$6.00; profit, \$5.00. Profit on one hen five dollars; on one hundred hens it will be five hundred and so on in proportion. Why there is a splendid living right from the start and a fortune in a few years. He is going to make that fortune right away and he plunges in and buys a lot of fowls, puts them in his houses and for the first week or perhaps a month throws the grain to them in abundance. Perhaps he cleans out his houses and perhaps he does not; but he certainly has to take away the bodies of those that die. He does not need a very large basket to collect eggs in and he soon tires.—F. W. Taylor, in *Successful Poultry Journal*.

In the above clipping from the *Successful Poultry Journal* we find what we have tried to teach for years. That the profits in the business are viewed by many through rose colored glasses and that the unthoughtful are hurried into it by the statements of those who are either ignorant of what they say or else are unscrupulous in the matter of dealing with their fellows. It is a certainty that very many are deluded by false hopes engendered by these people who undertake to make of the industry a pastime. The saying that "figures don't lie" is not applicable, for, as the writer above demonstrates it, and that is the popular way, "there's millions in it." He very rightly points out the fallacy of such reasoning and it were well for those around us to heed what he has to say. We know that there is money to be made in the proper handling of poultry and we know also that the person who engages in the business with the idea that it is a "snap" will be very badly disappointed. It is a legitimate business proposition and will give big results when run on the same lines that any other is, but it will not run itself nor can it be done without a knowledge of it.

DON'T TRIFLE WITH LICE.



When the henneries are infested with lice and the poultry bothered with the pests, don't trifle with them. Use CHLORO-NAPHTHOLEUM DIP and kill every last one of them. Then after you have killed the lice, continue to use CHLORO-NAPHTHOLEUM DIP for treating Roup, Leukaemia, Scaly Legs, Chicken Cholera

Chicken Pox, and as a disinfectant.

That's what the prominent fanciers and experts do. You can do the same, and are bound to get the same successful results.

CHLORO-NAPHTHOLEUM DIP is non-poisonous, absolutely safe to use; more economical than even home remedies, and vastly more successful. There are no failures when CHLORO-NAPHTHOLEUM DIP is used.

1 Gallon,	- - -	\$1.50.	2 Gallons,	- - -	\$ 3.00.
5 " "	- - -	6.75.	10 " "	- - -	12.50.

WEST DISINFECTING CO. (Inc.)

38 W. Mitchell St., ATLANTA, GA.

Payne's Partridge Wyandottes

A SACRIFICE SALE

I now offer three breeding pens for sale. Show record given on each upon request. I can supply your wants this fall with the youngsters that will bring you the blue ribbons, and don't you forget it. My show record at our state fair, Raleigh, N. C., 1904, one cock entered: 1st cock, 2nd, 3rd hen; 1st, 2nd, 3rd cockerel; 1st, 2nd pullet, Mr. C. W. Deny, Judge. Judge Deny remarked, speaking of my first cockerel: "You ought to, by all means, send this bird to Hagerstown, Md., or to the World's Fair. He is the best I have ever had the privilege of handling. They are all o. k."

Eggs \$2 per setting balance of season.

PARTRIDGE WYANDOTTE PARK

J. D. PAYNE, Prop.,

Lock Box 74,

BURLINGTON, N. C.



BROWN LEGHORNS

First Cockerel, second pen, at the World's Fair, St. Louis, Mo. Over 100 regular and special prizes at nine great shows. Free circulars giving matings and show record.

EGGS \$2, \$3, and \$5 per 15.

E. E. CARTER,

965 Broadway,

KNOXVILLE, TENN.

White Plymouth Rocks (Exclusively)

SEE OUR RECORD:

CHATTANOOGA—1st ckl., 1st and 2d hen, 2d pen.

HUNTSVILLE—1st and 3d hen, 1st ck., 1st and 2d ckl. 1st pullet.

Send order for Eggs from prize winners.

GEO. DARWIN,
GREEN GROVE, ALA.

Thompson's Golden Beauty Strain Buff Plymouth Rocks

SOLID BUFF A REALTY.

Winners at Washington, D. C., Hagerstown, Md., Richmond, Va., Atlanta, Ga. and other large shows. For four years in succession the Golden Beauties have won more first and special prizes wherever shown than all competitors combined. Success is assured to those who breed this strain.

"RASTUS"

SCORE 95.

1st prize ckl., Atlanta, Ga., Oct., 1903;
1st prize cock, Hagerstown, Md., Oct., 1904.

"SOUTHERN BELL"

SCORE 95 1-2

1st prize hen, Atlanta, Ga., Oct., 1903;
1st prize hen, Hagerstown, Md., Oct., 1904.

Leading judges pronounce them the best pair of Buff Rocks ever produced Eggs from Solid Buff Matings \$5 per 15 straight. For the best only, address

GOLDEN PLUME POULTRY FARM CO.

Burlington, N. C.

(N. C. State Vice-Pres. American B. P. R. Club.)

Wall's Barred Rocks

Have won the lion's share of blue ribbons past seven years at Southern shows. Huntsville, Ala., Dec. 26—30, 1904, hot competition, 1st, 2nd and 3d cocks; 1st, 2nd and 3d hen; 2d pen. Scoring to 95 under Brown; 93 3-4 under Marshall. If you want winners, send to him for eggs. Will sell only a few settings.

FOX TERRIER PUPS FOR SALE.

W. L. WALL,
Huntsville, Ala.

EGGS From the BEST strains obtainable of the famous utility fowls, S. C. BUFF ORPINGTONS, the breed that lays, weighs and pays. Eggs from choice mating, 13 for 1.00; from selectad mating, 13 for \$2.00. Most breeders will charge you twice as much for eggs no better than mine. ROSE COMB **FOR** WHITE LEGHORNS that are WHITE and of famous "VICTOR" strain. Remember I guarantee to give a satisfactory deal and that my stock is as good or better than any breeder will sell you at the price. Why not send where you will get your money's worth? **NATCHING**

T. M. KING, R. F. D. 2. Hagan, Va.

Chloro-Naptholeum

The best disinfectant and louse killer in the world. Quart can 65c gallon \$1.50.

C. W. HICKS, Madisonville, Tenn.

Plump Fowls Now in Demand.

June and July, and June especially, are the two best months in which to dispose of the fowls that were in this year's breeding pens and will not be required another season. It is profitable to place these birds in either a lath-bottom coop or a small pen and feed a liberal mash ration, adding skim milk or buttermilk if it can be purchased economically. If the milk is not fed it will be necessary to throw lawn cut grass or raw vegetables two or three times per week and also some animal food. A regular supply of grit must not be overlooked.

To impart the best flavor and attractive appearance the fowls should be fed tallow (melted and mixed with the meal and skim milk) twice a week. One pound of tallow is sufficient for forty fowls.

Plump-bodied hens of medium weight are most salable at this season, and the poultryman not only obtains a higher price per pound than in the fall, but saves the cost of summer feeding and the frequent loss of flesh during molting.

Read and study the excerpt from the Reliable Poultry Journal and you will get some information that should prove of value to you. It is very poor economy to keep fowls over in the hope that better prices will obtain. The cost and trouble incident to such a course is more than any possible profits. The right time to sell is as soon as you can fit the fowl for the market. Heed the advice given.

Darling & Company can be relied on for quality. When they say, for example, their Beef Scraps contain 45 to 55 per cent. of protein and that both run low in fat, you can depend on receiving goods just as represented. Protein, by the way, is the essential element. An excess of fat is not desirable. By adhering rigidly to the policy of manufacturing only high grade products, they have built up a great trade among the poultry raisers of the country. Their 100 lb. bag lots of foods have become a very popular line with large and small poultry raisers. We have no hesitancy in recommending the Company and their products unreservedly to our readers.

Producing a Laying Strain.

When I first started in the poultry business I had only a mixed lot of chickens, somewhat of the same style of a rag carpet of the hit-and-miss variety such as are to be found on the farms of the average farmers of even to-day. The results from this flock were very unsatisfactory financially and I decided that I wanted something better, not only because of the financial side of the question, but also for another and most important feature, and that was for the "looks of the goods." I found nothing more interesting than breeding and caring for a flock of birds of uniform size and color.

After trying several different kinds of pure-bred poultry I at last decided on the Rose Comb Brown Leghorn as the best breed, as my object was eggs and beauty combined.

Procuring as a foundation stock that were of a noted laying strain I began taking "note" of the hens that were filling my egg baskets. Being constantly among my poultry I soon learned the characteristics of each individual until I was enabled to readily select the prolific layers, and cutting out the drones, using only the heavy layers as breeders, mated to males whose ancestors I knew to be exceptionally fine layers, I soon had the foundation laid for a "strain" that was soon to make a world's record.

Each year I have carefully selected my breeding stock, using always hens of the same egg type, as near the standard requirements as possible without sacrificing utility for beauty. I find that the hen that is the most prolific layer is not always the most beautiful hen in shape and consequently from a fancier's standpoint should not be used as a breeder. What the farmers want on their farms is the hen that will pay the largest revenue

DOLAN BROS.

5323 Wade Ave., Avondale Route, Birmingham, Ala.

Breeder of High-Class Light Brahmas. Eggs \$3 and \$5 per 15. We have won more prizes on Light Brahmas than any breeder in Ala. Won at B'ham Dec. 6-10, 1904, 1st, 2d, 3d, 4th Hens, 1st Cock, 1st Pullet. Tied for 2d Cockerel, won 1st Pen. Special for best display Light Brahmas and best display in Asiatic class.

Forest Poultry Yards

Exhibition

Black Langshans, White Plymouth Rocks

Over 300 to select from. They always win for me, why not for you. Catalogue for the asking.

H. H. HARP, Marienville, Pa.

ROSEHILL YARDS

SILVER and BUFF WYANDOTTES, BARRED ROCKS and WHITE HOLLAND TURKEYS

again to the front, at Chattanooga Dec. 13th to 16th 1904, with 16 firsts, 6 seconds, 1 third, 2 fourths.

EGGS Chicken, \$2 per 13; \$5 per 40:
Turkey, 25c each; \$2 per 9.

Some Buffs and Silvers for sale.

W. F. MAURY, 8th & Pine Sts, Chattanooga, Tenn.

EGGS

FOR HATCHING



FROM BLUE RIBBON WINNERS

White Wyandottes

SPRING DELIVERY, 15 for \$2.00.

Winners at Birmingham, Dec. 6-9, 1st pen, 1st and 3d pullets, 3d cockerel; at Anniston, Dec. 13-16, 1st pen, 1st ckl., 2d and 3d pullet.

JOHN M. KENDALL,

= = =

Eufaula, Ala.

STANSBURY'S WHITE LEGHORNS

Have never been beat. They are bred to LAY as well as WIN. At the late Richmond Show I won 1st ck., 1st, 2nd, 3rd, 4th pullet; 1st pen; 2nd hen; G. O. Brown, judge; 70 odd birds in show. At the late Charlotte, N. C., Show, 1st and 2nd ckl., 1st pullet, 1st hen, 1st pen, 2nd ck, H. P. Schwab, judge. Also 24 specials at the two shows. Birds scored up to 95 3-4 points; do you think they are good?

EGGS, \$1.50 per 15, or \$7.50 per 100. No stock for sale until October 1st.

S. S. STANSBURY

Richmond, Va.



Eggs Eggs Eggs

That will hatch and grow you money, from Barred and White Rocks, S. C. B. Leghorns, White Wyandottes and Pit Games at \$2 per 15; \$3.50 per 30; \$7.50 per 100.

AFTER MAY 15th Eggs at ONE HALF the above price. Chicks for sale; any age safely shipped any distance. Send us your orders and we guarantee to treat you right. Address

BELLE MEADE POULTRY FARM
WALTER P. LAND, Supt. Route 2, BIRMINGHAM, ALA.

FOR SALE

ONE TRIO EACH OF

Buff Plymouth Rocks and Silver Penciled Wyandottes

Also Three Trios of WHITE WYANDOTTES. Write for prices.

White Wyandotte Record 1904.					Silver Pencilled Record 1904.				
	Ck	Hen	Ckl.	Pul.		Ck	Hen	Ckl.	Pul.
Burlington Fair	3	1-3	1-2	1-3	Burlington Fair	1-2	1-2-3	1-2	1-2-3
Greensboro "			3	2	Greensboro "	3	1-3	3	
Raleigh S. "		3	2	2	Raleigh S. "	1-2	1-2	3	1
Charlotte "	1	4	1	1	Charlotte "	2	1	2	2
Piedmont P Show	1			3	Piedmont P Show	1	2		2
Raleigh, S. P. S.		1		2	Raleigh S. P. S.	1	2-3	3	1-3

J. M. WORKMAN,

Lock Box 81,

BURLINGTON, N. C.

Vantine Poultry Farm

Headquarters for White and Barred Rocks, White and Buff Wyandottes, Single Comb Brown Leghorns, Silver Spangled Hamburgs, C. I. Reds, Light Brahmas, Black Minorcas.

I am offering eggs from Barred P. Rocks, S. C. B. Leghorns and Silver Spangled Hamburgs at \$1.00 per setting of 13, and the other varieties above named at 1.50 per setting. The eggs are from select mating of birds scoring from 90 to 94 at the late Charlotte poultry show, and I was awarded some hotly contested prizes. All orders given prompt and personal attention.

W L ORMAND, --- **Proprietor,**
BESSEMER CITY, N. C.

Eggs Eggs Eggs!

From Buff Plymouth Rocks that have won their share of the prizes. Price, \$1.75 per 15.

Also breeder of the famous PIT GAMES, Henry W. Grady Georgia Shawl Necks and Mountain Eagles. Eggs in season, \$1.50 to \$2.00 per setting.

R. Lee Thornburg, Bessemer City, N. C.

on the least expense for food, etc, regardless of fancy points; and the Rose Comb Brown Leghorn of a heavy laying strain is the hen that surely fills the bill.

There is as much difference in the different strains of the same breed as there is in the breed itself. Because a hen is a Leghorn she is not necessarily a great layer; she must be systematically bred for egg production for generations before we can say we have an "egg machine." I find that a hen with a broad back, narrow in front, not too rangy, with a bright comb and eyes and very quick and active (you might say inquisitive) is the best layer.

I always use as breeders stock that are strong, vigorous and perfectly healthy, and not closely inbred. The introduction of new blood into a flock is a great benefit, but great care must be used in its introduction, always keeping the main object in view—eggs. A hen that is intended for a layer must have a strong constitution, as prolific egg laying is a constant drain on their constitutions, and they must have the vigor and vitality to endure it. Noted egg strains are not built in a day, but are only produced after much hard work, thought and patient waiting, but all comes to those that wait, possibly the goal is in sight.—
Twentieth Century Farmer.

THE PORTER-GEORGE POULTRY CO.

Breeders of Exhibition

BARRED PLYMOUTH ROCKS

Choice Stock for Sale

Eggs in Season : :

KNOXVILLE, - TENNESSEE

Members of East Tennessee

Poultry Association : :



NEW POULTRY CUTS For 1905 we have many new illustrations of pairs, trios and single birds. Our new catalogue shows all. Send for it today. I also breed B. P. Rocks—Eggs for sale.
Chas. L. Stiles, 921 Mohawk St., Columbus, O.

From the Largest White Rock Plant in the World.

It is due the readers of this paper to present the following letter from the May R. Poultry Plant, Connersville, Ind., so that they can see what Mr. D. T. Roots, the proprietor of this great White Rock Plant, says about Chamberlain's Perfect Chick Feed. The evidence of this incomparable breeder of fine stock, in support of claims for the excellence of this feed is of great value to poultry keepers everywhere:

Connersville, Ind., Feb. 10, 1905.

Mr. W. F. Chamberlain,

St. Louis, Mo.

Dear Sir:—Please ship me by freight at once 500 pounds of your Perfect Chick Feed. As you know, I am still using it with the best of success, and am strongly recommending it to my friends everywhere.

Very respectfully,

D. T. Roots.

Rochester, N. Y., May 22, 1905.

Mr. J. Howard Sledd,

Madisonville, Tenn.

My Dear Friend Sledd—I was introduced today to THE INDUSTRIOUS HEN. I owe thanks to you for this opportunity and wish to assure you that I greatly appreciate the acquaintance. May she live long and prosper.

But that is not all I have to say, for I was greatly surprised by its handsome appearance. Its get-up is splendid, its advertisements are artistically set, but above all this I find exceptional value in your reading matter that is seasonable, practical and down-to-date. I noted with pleasure Friend Jeffrey's article. I know he is a very busy man, and that is the kind to tie to, so I would advise that you keep after him and get more of his writings.

You have a grand field for labor and I am sure that many farmers of the South will have you to thank for their teaching of

EGGS

Just to advertise our stock we offer 15 of our famous B. P Rock Eggs from Bradley prize stock for \$2 (worth \$6). Also 15 S. C. B. Leghorn Eggs for \$1. Our Leghorns and Plymouth Rocks are bred from stock that have taken more 1st prizes at leading shows than all competitors combined.

Strawberry Hill Poultry Yards

BOX 287,

RICHMOND, VA.

FORBES POULTRY YARDS

S. C. B. & W.

NEW DECATUR, ALA.

Leghorns

PRIZE WINNINGS AT ALABAMA SHOWS.

BIRMINGHAM, Dec. 6-9, 1904—BROWN LEGHORNS—3rd cock, 2d cockerel, 3rd and 4th hen, 1st, 2d, 3rd and 4th pullet; 1st pen; score 188½. WHITE LEGHORNS—1st cockerel, 1st, 2d, 3rd and 4th pullet; 1st pen; 5 birds entered. Special for ten best birds in Leghorn class.

HUNTSVILLE, Dec. 26-30—BROWN LEGHORNS—2d cock, 2d cockerel (tie), 3rd pullet (tie), 3rd hen (tie); 2d pen (tie). WHITE LEGHORNS—1st cockerel, 1st pullet; 1st pen. Special on display.

MONTGOMERY, Jan. 18-20—BROWN LEGHORNS—1st and 2d cock, 1st and 2d cockerel (4 males entered), 2d and 3rd hen, 4th hen (tie), 1st, 2d, 3rd and 4th pullet; 1st and 2d pens; score 1st pen 188 5-8, 2d pen 186 3-4. WHITE LEGHORNS—1st cockerel, 1st, 2d and 3d pullet, 1st hen (tie); 1st pen; score 96, 95, 94 1-2. Silver Loving Cup from Belmont Farm for best display.

Eggs from prize pens, \$3 per 15; from good breeding pens, \$2 per 15; White Leghorns, \$3 per 15. Agent for Cornell Incubators and Brooders and Conkey Cures.

Barred Plymouth Rocks and White Cochins Bantams

The kind that will do you good in the show room, or the breeding yard. I won on Barred Rocks at the Charlotte Show, Jan. 16-21, 1905, H. P. Schwab, Judge: 1st cockerel, 2d hen, 3d pullet, 5th cock, 1st pen, 2d collection; 205 birds in class. Eggs from both cockerel and pullet mating yards, \$2.00 for 13.

Have some fine birds for sale at prices that will interest you.

My White Cochins Bantams won four of the five firsts. Eggs, \$1.50 for 13. All inquiries receive prompt attention. Your satisfaction guaranteed.

Reference: Charlotte National Bank, and the editor of THE INDUSTRIOUS HEN. Write me.

B. S. DAVIS,

CHARLOTTE,

NORTH CAROLINA.

Wyandottes

WHITE AND BUFF

Stock and Eggs the year 'round. 15 years a breeder. Satisfaction Guaranteed or your money back.

M. D. ANDES, Bristol, Tenn.



S. C. Brown Leghorns, S. C. White
Leghorns, S. C. Black
Minorcas.

Pens headed by prize winners. I would be pleased to have your orders. Eggs, \$1.00 per 15, or \$1.80 for 30, or \$5 per hundred.

FRED AXLEY, Philadelphia, Tenn.

EGGS

From Maund's Prize Winning S. C. White Leghorns

AT JUST HALF PRICE

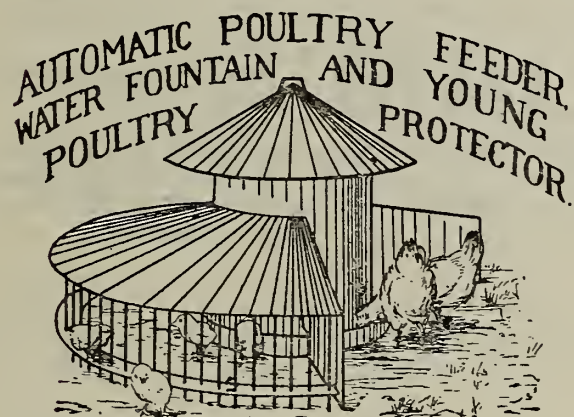
for balance of season.

Exhibition Mating,	-	-	-	\$1.50 per 15
Utility Mating,	-	-	-	\$.75 per 15

A. T. MAUND,

GENEVA, GEORGIA

(State Vice-Pres. Nat'l S. C. W. Leghorn Club)



Write for special terms
to Agents.

E. H. TURNER,

Inventor and
Manufacturer

TIPTON ... IOWA

Why Not Buy Stock Eggs From Prize Winners?

Mrs. R. H. Bell breeds the best in the South. Barred Plymouth Rocks, Black Langshans, White Wyandottes: 15 eggs, \$3. Single Comb Brown Leghorns, Single Comb White Leghorns, Silver Spangled Hamburgs, 15 eggs, \$2.50.

MRS. R. H. BELL'S WOODLAND POULTRY FARM
KNOXVILLE, TENNESSEE

EGGS FROM PRIZE PENS



GOOD HATCH
GUARANTEED

Buff Rock, Buff Cochins, Buff Wyandottes
and Silver-laced Wyandottes. Write for a
catalogue.

Eggs, \$1.50 per 13. CHAS. O. JACKSON, Norwalk, Ohio.

how to make money with poultry. My first trip to your section was to the Charlotte show last January and to say that I was surprised at the quality of the stock found in every class is saying the least I can say. It is very evident that you have the climate and the quality in your fanciers to make successful breeders. I greatly value the friendship of everyone it was my good fortune to meet.

With assurance of kindest regards and wishing you every possible success, I am,

Fraternally yours,

H. P. SCHWAB.

Unsuccessful Poultry Raisers.

Hilda Richmond, in Farm Poultry:

In a recent drive through the country, a number of people were asked about their poultry, and whether it paid to keep it on a large scale. All sorts and conditions of farmers were interviewed, from the man with the tiny place to the one with broad acres spreading in all directions from the comfortable house, and two sets of answers were invariably given. Some men and women were emphatic in their conviction that poultry paid better than anything else on the farm, and showed long accounts of eggs and fowls sold and eaten, to prove their assertions, while others were just as positive that nothing could be made from the hen. They only kept a few for their own use, they said, and those few were usually as shabby and forlorn as possible.

For a long time I wondered why the great difference of opinion, till my companion pointed out the fact that different people had different methods, and began to show the various chicken coops along the way. I had been too busy listening to the opinions of the people we talked with to notice the quarters till my attention was called to them. It was easy to see that the people who

thought poultry paid treated the chickens as a thrifty farmer treats any domestic animal, while those who kept them for their own use really didn't keep them at all. The chickens only stayed, and it is surprising that they do that much considering the care they get.

The day was bright, but cold, and as we drove on and the sun began to disappear, the chickens went to roost. The picture shows the average coop on the farm where poultry does not pay. Like the famous home of Mrs. Wiggs, of the Cabbage Patch, this structure has a tin roof with large holes for ventilation. The chickens really occupy the sky parlor, for the coop has been closed since early spring to allow it to be cleaned, and they use the apple tree as a sleeping apartment. Some day the farmer intends to clean the foul mass of droppings off the floor and let the chickens perch on the unclean poles, but he has no time for such trifling jobs. There are holes in the sides where the fowls might creep in, but they prefer the airy perch. There will be frosted combs and feet this winter in plenty, but no eggs. Is it any wonder such people cannot make poultry pay? Half a day's work would make a substantial frame that could be covered with rough boards, and then have corn fodder or straw enough stacked around it to keep the chickens comfortable all winter at very little cost.

We looked into many of the log houses used for coops, and found them filthy and cold. No attempt had been made late in the fall to clean out the droppings of the previous year, and there were no nest boxes visible. None will be needed this year, for winter eggs are unknown among frozen and uncared-for hens. In the summer the chickens make their nests under brush heaps and in out-of-the-way

A Southern Location

FOR YOUR HOME
YOUR MANUFACTURING PLANT
OR YOUR BUSINESS : : :

Farms in Virginia, North and South Carolina,
Georgia, Alabama, Mississippi, Ken-
tucky, Tennessee

GOOD LANDS AT LOW PRICES

A Healthy Climate, Long Growing Season and an
All-the-Year Working Season : : : :

The South is now making greater progress than any other section. If you would learn about its developments and the opportunities for good locations along the Southern Railway, write for copies of our publications, which will be sent free on request.

M. V. RICHARDS

Land and Industrial Agent, Southern Railway
Washington, D. C.

GILLIAM'S

BROWN BUFF LEGHORNS

Winners Wherever Shown.

Stock hardy. Eggs fertile, will be properly packed and will produce stock that will please and win for you. EGGS—\$2 for 15; \$3.50 for 30; \$5 for 45. No trouble to answer questions, and I'll furnish the stamp.

G. W. GILLIAM,

- - -

MONTEAGLE, TENN.

FOR SALE

SINGLE COMB BROWN
LEGHORNS.

Birmingham, Ala., Show, Dec. 6-9, 1904, 1st and 2d cock, 1st and 2d hen, 1st, 3d and 4th Cockerel and 2d pen; Chattanooga, Tenn., Dec. 13-16, 1904, 1st and 2d cock, 1st and 3d hen, 1st cockerel, 1st pullet, tie on 1st pen; Anniston, Ala., Show, Dec. 13-16, 1904, 1st and 2d cockerel, 1st and 3d pullet, 1st pen. Circular free.

M. S. COPELAND, Powells Station
Tennessee. ❀❀



24 Prizes at 3 big shows in one season. Also every special offered, score 90 to 95.

J. D. HEREFORD,

NEW MARKET, ALA.,

BREEDER OF

S. C. Brown Leghorns

Exclusively. Eggs \$1.50 per 15; two sittings \$2.50. Fowls for sale at all times. Prices named on application. Correspondence cheerfully answered.

Hyde Park Kennels and Poultry Yards

Breeders of Line Bred BARRED PLYMOUTH ROCKS exclusively. High class stock for sale at all times. EGGS: \$3 for 15; \$5 for 30. Also SCOTCH COLLIE DOGS. Registered stock only.

ALF. BERTLING, ATLANTA, GEORGIA.
—Or College Park, Ga., R. F. D.—

ROYAL BLUE BLOOD POULTRY

Thoroughbred High Scoring

WHITE WYANDOTTES BARRED PLYMOUTH ROCKS
WHITE PLYMOUTH ROCKS LIGHT BRAHMAS
BLACK LANGSHANS BLACK MINORCAS.

TRIOS for \$10.00; 5 for \$15; 10 for \$27.50.

EGGS from either breed \$3 for 13.

We are overstocked with Brown Leghorns and will sell 100 in lots to suit for \$1 each. First come first served.

Reliable Poultry Supply Co

Southern Agents, Reliable Incubators and Brooders,
BOX 88. ATLANTA, GA.

HIGH SCORING, PRIZE WINNING Buff Leghorns and Buff Orpingtons

The two most popular breeds for eggs and the table. My Buff Leghorns have been exhibited the past season at Cleveland, Birmingham, Chattanooga, Huntsville, and Atlanta, and have won eleven first, ten second, five third, and three fourth prizes. Stock and eggs for sale at reasonable prices. Any person that buys birds from me has the right to examine them at their express office, and if they are not just as I represent them to be, return them to me at once and I will pay express charges both ways and return to the party every cent paid me and they shall not be out one cent. Who will do you better? Who will do you as well? Send me your orders for stock or eggs. **P. H. WALKER,**
Cleveland, Tenn.

Write the PARK POULTRY YARDS for

S. C. Brown Leghorns

one of the largest and best yards in
the South. Rye in every pen. . . .

EGGS: 15 for \$2.00; 30 for \$3.75; 60 for \$7.00; 100 for \$12.00.
Stock a matter of correspondence.

PARK POULTRY YARDS,

D. W. STILES, Prop'r., LAFAYETTE, GA.

THEY HAVE CONTRACTED THE HABIT

WHAT? Why of Egg Laying. It could not be helped after being bred to lay nine years by the record system, using trap nests.

BAYNE'S EGG RECORD--WHITE WYANDOTTES.

Blockey, blue-blooded, bred for eggs, farm raised, healthy, hardy hustlers, money makers. The first and longest bred in the South for eggs. Eggs, 15 for \$1.50, 40 for \$3.00, or 100 for \$7.50.

SPECIAL MATING: Hens score 90 to 96. Egg record 180 to 201. Cock from 201—Egg dam score as ckl. 93. EGGS, 15 for \$2.50, or 30 for \$5.00.

A FEW HENS AND PULLETS FOR SALE.

T. L. BAYNE, Cedarcroft, Russellville, Tenn.

places, to bring up scary little broods more fleet of foot and wilder than quails. The log houses would be all right if they were boarded up or some provision made for closing the cracks and having suitable roosts.

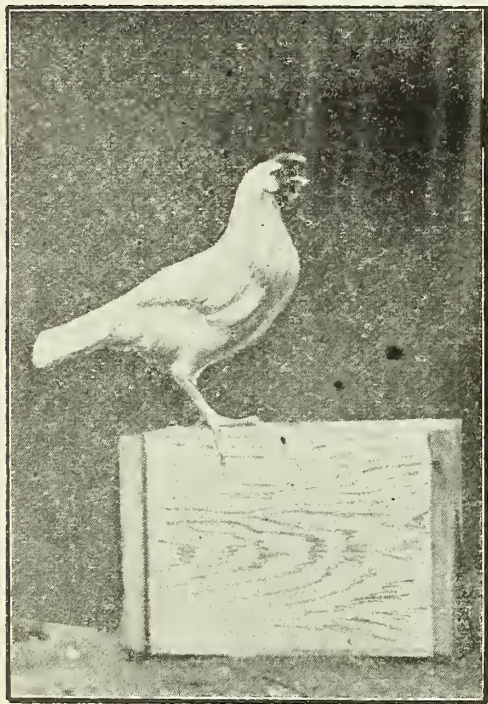
At many places there seemed to be no drinking vessels for the chickens, and more than once we saw fowls drinking out of dirty puddles. A woman came out to feed the chickens for the night, and it would have been amusing to watch the feathered boarders if it had not been so cruel to the poor things. "Chicky! chicky!" she called a time or two, and then dumped the scant allowance of corn on the ground. Of course the first comers gobbled it up in a few minutes, and the late arrivals hardly knew that a meal had been served. They retired to the apple tree with empty crops for a long frosty night, and their owner said she might as well kill them all off as soon as they were fat enough for all the good they were. They have a long term of existence before them unless they happen to freeze to death, for on that diet they will never be fat enough to cook.

If your fowls don't pay examine the conditions surrounding them closely to see if you treat them as they should be treated or allow them to eke out a foot to bill existence. Nine cases out of ten where poultry doesn't pay it is the fault of the owner unless you have diseased birds. Sell off the well ones, kill the sick fowls, rejuvenate the coops and yards, and then take a fresh start. It is a poor farm where the chickens cannot be made to supply the groceries and have a tidy sum besides, and a poor farm is the direct result of a poor manager.

Patience is quite essential among poultry; a hen won't set unless she wants to do so.

A Good Book Free.

We are pleased to notify our readers that the West Disinfecting Company, who are advertising Chloro-Naptholeum Dip in our columns, have prepared a very useful and interesting book on diseases of swine, poultry and cattle. We have examined these booklets, and they are so good, that with their permission, we want to call the attention of every one of our readers to it, and by sending your name and address to their office and telling that you saw the notice in this paper, and the kind of animals



1st. Prize S. C. White Leghorn Pullet at Charlotte, N. C., Jan. 1905. Bred and owned by S. S. Stansbury, Richmond, Va.

you have, they will send you a copy of the booklet free.

No progressive reader or owner of live stock can afford to miss the opportunity. He may be able to do without the book, but he will be able to do more with his animals after reading the book, for they will surely help any one, and are a good reference to have on hand.

Please be sure and mention THE INDUSTRIOUS HEN, addressing your letter to the West Disinfecting Co., 38 W. Mitchell St. Atlanta, Ga.

WHITE WYANDOTTES

Chalk White. Large and Blocky.

Eggs \$2.00 for 15; \$3.50 for 30.



C. A. BRYARLY, Sherman Heights, Tenn.

S. C. Buff Orpingtons

The World's Best.

Two pens headed by prize winner. Eggs in season \$3 for 15; \$5 for 30.

I have some fine young Cockerels for sale. Highest scoring Buff Orpington at B'ham show.

C. W. HALL, = = = = Brookwood, Ala.

YOUR OPPORTUNITY

After May 1st we will sell eggs from "CRESCENT STRAIN" Single Comb White Leghorns at 75c per 15, or \$3.50 per 100. And we repeat it's Your Opportunity.

CRESCENT POULTRY FARM

R. F. D. 5

LEBANON, TENN.

SUPPLY YOURSELF WITH**H. & R. POULTRY PANACEA and H. & R. LOUSE KILLER**

These preparations are put up in convenient sized packages and retail for 25c. The PANACEA is not a food but a medicine. Do not confound it with the cheap preparations on the market. They are both guaranteed to do what we claim for them.

If not for sale by your dealer send us his name with yours and we will see that he is promptly supplied.

H. & R. M'FG CO., MADISONVILLE, TENN.

The editor personally knows the H. & R. Mfg. Co., and recommends them to the readers of THE INDUSTRIOUS HEN.

East Lake Poultry Farm

Breeders of

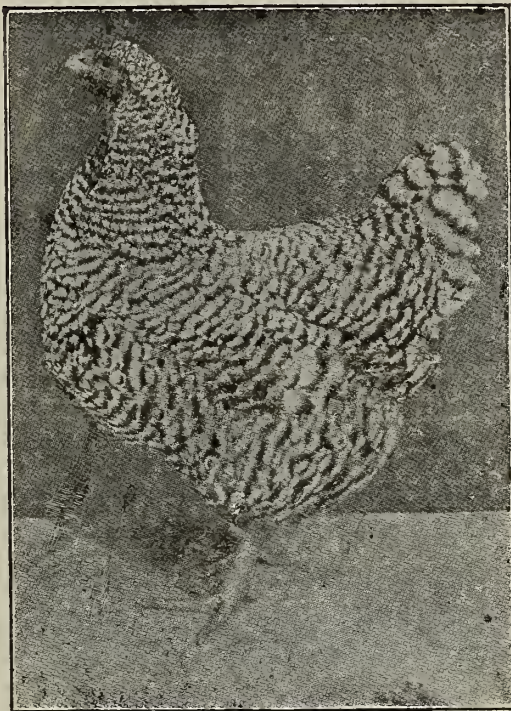
Buff Leghorns, Buff Wyandottes and Buff Cochins.

EGGS, \$2.50 for 15. Circular free.

B. C. GARMON, ✂ ✂ EAST LAKE, ALABAMA.

W. T. DARBY

BREEDER OF EXHIBITION BARRED P. ROCKS



Has one of the purest strains of B. P. Rocks in the South. Buying several years ago the World's Famous Ringlet Strain from the yards of E. B. Thompson, they have been kept in their purity and brought up each season and this season have added some of the best blood in America to my yards.

PEN A

My cockerel mating pen has in it some of the best blood to be found, being tested hens direct from the best pens of Mr. E. B. Thompson. These hens are not only highly bred but are grand individuals, fine in size, and stately and grand in appearance. This pen is headed by HIGH HENRY, the big cockerel I showed at Huntsville, Ala., Dec. 26 to 30, 1904. High Henry is one of the best bred birds in the South. He is fine in size, weighs $10\frac{1}{2}$ pounds and is the best colored B. P. Rock cockerel in the South today.

PEN B

Is made up of the hens and pullets I made my winnings with at Huntsville, Dec. 26 to 30, 1904. This pen is headed by EDWARD B, a grand pullet-bred cockerel from Mr. Thompson, and he says there is no better bred bird in America today than this cockerel.

I will have a fine lot of birds for the fall and winter trade.

I won at Huntsville as follows: 2nd ckl., 1st pullet (tie), 2nd and 3rd pullet; 1st pen, F. J. Marshall, Judge.

W. T. DARBY

219 MILITARY AVE.,

- - -

FLORENCE, ALABAMA

A Milk Paint that Will Not Wash Off.

The following item appeared in a late issue of the Scientific American, and as it should prove of interest to poultrymen, we take pleasure in printing it herewith:

"A use to which skim milk, sour milk, buttermilk, or even whole sweet milk is not often put is paint-making, yet this product of the dairy makes possibly one of the most enduring, preservative, respectable and inexpensive paints for barns and outbuildings. It costs little more than whitewash, provided no great value is attached to the milk, and it is a question whether for all kinds of rough work it does not serve all the purposes of the ready-mixed paint, or even prime lead, and paint mixed in the best linseed oil. It is made as follows, and no more should be mixed than is used that day: Stir into one gallon of milk about three pounds of Portland cement, and add sufficient Venetian red paint powder to impart a good color. Any other colored paint powder may be used. The milk will hold the paint in suspension, but the cement, being very heavy, will sink to the bottom, so that it becomes necessary to keep the mixture well stirred with a paddle. This feature of the stirring is the only drawback to the paint, and as its efficiency depends upon administering a good coating of cement, it is not safe to leave its application to untrustworthy or careless help. Six hours after painting, this paint will be as immovable and unaffected by water as month-old paint. I have heard of buildings twenty years old painted in this manner in which the wood was well preserved. My own experience dates back nine years, when I painted a small barn with this mixture, and the wood today shows no sign whatever of decay

or dry-rot. The effect of such a coating seems to be to petrify the surface of the wood. Whole milk is better than buttermilk or skim milk, as it contains more oil, and this is the constituent which sets the cement. If mixed with water instead of milk, the wash rubs and soaks off readily.

From My Perch.

Poultry Topics.

The manufacturer of a certain brand of poultry food writes me that his trade in Iowa is not as large as the poultry interests of the state, and the quality of his product warrant. He suggests that this market is too near. "A prophet is not without honor save in his own country." He goes on to say that the remote East and West buy his food in large quantities. A suggestion privately, and personal, might not have been received with good grace, therefore I choose this impersonal and public answer to his letter. My observation, Mr. Manufacturer, assures me that you get your trade where you do your advertising. So far as I am informed, you have not thought it worth while to use the advertising mediums near home. You get your crop from the fields you cultivate. Let poultry-breeders heed the suggestion. If you want New England or California trade it will, doubtless, be wisdom to advertise in New England or California poultry journals. But be assured that Nebraska trade is best reached by Topics. The "prophet is not without honor" if his presence has not been announced. He is no prophet.

The matter of publicity must continue to engage the best thought of the poultry breeder who aims to get before the public. Advertising is as much a science as an art. Some advertisements are most striking in the things they suggest. I find

one breeder who advertises B. P. Rock eggs, from stock scoring 94½, at \$1 per 15. Now here is a chance for those breeders who won all the ribbons at St. Louis World's Fair, to improve their stock for a song, without fugue or chorus. Such an advertisement merely suggests the stupidity or incompetence of both judge and breeder. It grins with idiocy. The science of advertisement is in the knowledge of the psychologic laws that govern attention; the art is the application of this knowledge. To arouse suspicion by violence to good sense through overstatement is fatal. Better "let your moderation be known to all men."

S. C. BROWN LEGHORNS

PRIZE WINNERS
AT CHICAGO

I am selling eggs \$2 per 13; \$6 per 50. Have some fine cockerels for sale.

Send for circulars.

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C. O. Harwell, Secy.
Chattanooga, Tenn.—January
10-13, 1906. W. F. Maury, Secy.
Huntsville, Ala.—Dec. 11-16,
1905. Jno. L. Hay, Secy.
Cleveland, Tenn.—Dec 20-22,
1905. A. J. Lawson, Secy.
Monroe, N. C.—Dec. 12-15,
1905. T. P. Dillon, Secy.
Tacoma, Wash.—Tacoma Poul-
try Association 13th annual show
Dec. 27, 1905, to Jan. 1, 1906.
Elmer Dixon and Harry H. Col-
lier, judges. Mrs. C. A. Pratt,
Secy., 3203 South Seventh St.,
Tacoma, Wash.
Knoxville, Tenn.—Jan. 17-19,
1906. R. S. Porter, Secy., D.
M. Owen, judge.
Birmingham, Ala.—Dec. 12-15,
1905. Chas. Barber, Secy., S.
B. Johnson, judge.
Columbia, Tenn.—R. S. Hop-
kins, Secy.
Charlotte, N. C.—Jan. 16-20,
1906. W. B. Alexander, Secy.,
H. P. Schwab, judge.

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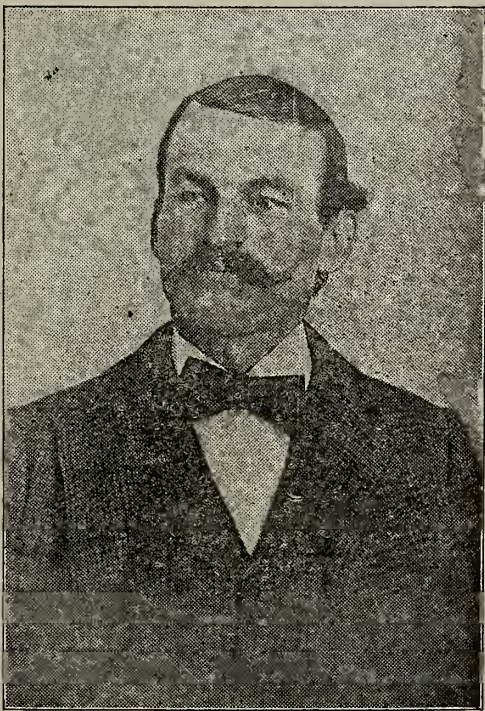
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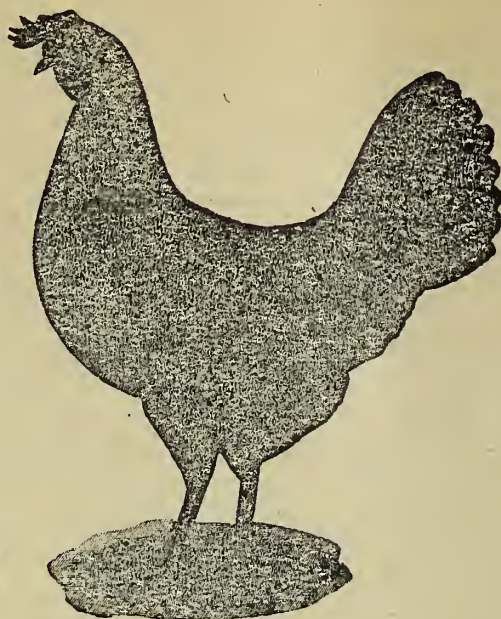
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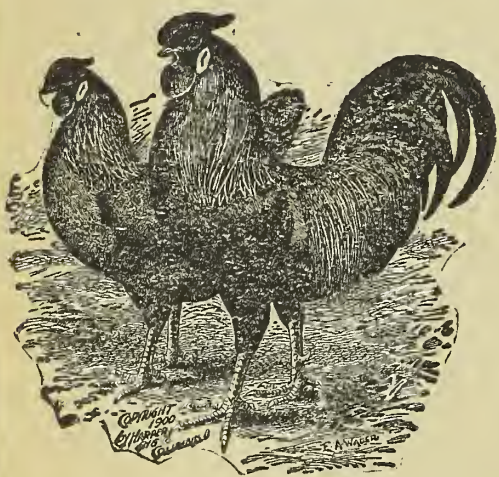
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